

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EURE-00 CIAE-00 PM-05 INR-07 L-03

ACDA-07 NSAE-00 PA-01 SS-15 PRS-01 SP-02 USIA-06

TRSE-00 NSC-05 EB-08 OMB-01 /074 W

-----047210 021736Z /50

P 021707Z AUG 77

FM USMISSION NATO

TO SECSTATE WASHDC PRIORITY 5210

SECDEF WASHDC PRIORITY

C O N F I D E N T I A L NATO 07437

E.O. 11652: GDS

TAGS: MARR, TU, NATO

SUBJECT: NAMSA SALES TO TURKEY

REF: NAMSAP/R-12616 DTG 250800Z JUL 77

1. THE FOLLOWING IS PROVIDED IN RESPONSE TO REHFELD-
LOVELAND TELECON OF 1 AUGUST.

2. DATA PROVIDED BY NAMSA IN APRIL SHOWED VALUES OF
ACCEPTED FMS CASES PLACED BY NAMSA IN 1976 ON BEHALF OF
TURKEY TOTALLING IN EXCESS OF \$28 MILLION. REFERENCE
NAMSA MESSAGE, HOWEVER, SHOWS THAT DELIVERIES BY NAMSA
TO TURKEY CORRESPONDED TO ONLY \$6 MILLION IN INVOICES FOR
1976 AND \$3.2 MILLION FOR THE FIRST SIX MONTHS OF 1977.
FOR THESE AMOUNTS TOTALLING \$9.2 MILLION, THE DATA ARE
NON-SPECIFIC WITH RESPECT TO SOURCE. THEY COULD HAVE COME
FROM FMS SALES (23.3 OF TOTAL NAMSA PROCUREMENT IN 1977),
US COMMERCIAL SALES (13) OR EUROPEAN COMMERCIAL SALES
(63.7). THEY DO, HOWEVER, REPRESENT THE MAXIMUM AMOUNT
OF POSSIBLE FMS DELIVERIES TO TURKEY THROUGH NAMSA SINCE
NAMSA INVOICES CUSTOMER COUNTRIES AT TIME OF DELIVERY,
HENCE THE NAMSA TERM "BILLINGS" CORRESPONDS TO DELIVERIES.
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3. DSAA MAY WISH TO MAKE ARRANGEMENTS WITH NAMSA THAT IN
THE CASE OF ALL FUTURE NAMSA "BROKERAGE" PROCUREMENT
THROUGH FMS CHANNELS, NAMSA IDENTIFY THE REQUISITIONING
COUNTRY FOR ALL SUCH REQUESTS WHICH RELATE TO MAJOR
COMPONENTS OR WHERE THE UNIT PRICE OR EXTENDED LINE ITEM
VALUE EXCEEDS A SPECIFIED AMOUNT.

4. THE TERM "BROKERAGE" IS USED BY NAMSA TO IDENTIFY PROCUREMENT ACTIONS WHICH NAMSA ENTERS INTO ON BEHALF OF A REQUESTING COUNTRY FOR DELIVERY TO THAT COUNTRY IN CONTRADISTINCTION TO PROCUREMENT ACTION WHICH NAMSA ENTERS INTO TO REPLENISH ITS OWN STOCKS FOR NAMSA "STOCKAGE" PROGRAMS.

5. WE BELIEVE THAT THE ABOVE PROCEDURE COULD AVOID DIFFICULTIES WHICH MIGHT ARISE WERE WE TO INCLUDE MORE RESTRICTIVE LANGUAGE IN NAMSA FMS CASES WHICH MIGHT OFFEND NOT ONLY TURKEY BUT ALSO OTHER MEMBER COUNTRIES.
PEREZ

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 02-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977NATO07437
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: RR
Errors: N/A
Expiration:
Film Number: n/a
Format: TEL
From: NATO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t197708103/aaaadkbp.tel
Line Count: 75
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE
Message ID: 559d144f-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: NAMSAP/R-12616 DTG 250800Z JUL 77
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 14-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1411354
Secure: OPEN
Status: NATIVE
Subject: NAMSA SALES TO TURKEY
TAGS: MARR, TU, NATO
To: SECSTATE WASHDC WASHDC
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/559d144f-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009